

Message Text

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ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 SS-15 SP-02 L-03 NSC-05
STR-07 COME-00 TRSE-00 XMB-02 CIAE-00 INR-10
NSAE-00 FAA-00 DOTE-00 /065 W
-----110874 301629Z /41

P 301532Z JUN 78
FM AMEMBASSY MADRID
TO SECSTATE WASHDC PRIORITY 5160
INFO AMEMBASSY BONN
AMEMBASSY BRUSSELS
AMEMBASSY LONDON
AMEMBASSY PARIS

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BRUSSELS ALSO FOR FAA
PARIS ALSO FOR FAA

E.O. 11652:N/A
TAGS:EAIR, FR, SP
SUBJ:GISCARD VISIT AND SPANISH PURCHASE OF AIR BUS

1. DURING THE SECOND DAY OF GISCARD'S VISIT TO SPAIN
THE MINISTERS OF INDUSTRY OF BOTH COUNTRIES ANNOUNCED
AT A JOINT SESSION THAT IBERIA WOULD PURCHASE 4 AIR-
BUSES FOR DELIVERY IN 1980-1981. NO FURTHER DETAILS
HAVE YET BEEN GIVEN.

2. PRESIDENT OF IBERIA TOLD CHAIRMAN MOOOE OF EXIM-
BANK A FEW MONTHS AGO THAT IBERIA MIGHT BE FORCED TO
BUY THE AIRBUS FOR "POLITICAL REASONS." HE SAID THAT
IBERIA DID NOT REALLY WANT THE PLANE AS IT DID NOT
FIT WITH THEIR ROUTE STRUCTURE AND PASSENGER LOAD.
THE FRENCH WERE NOT OFFERING ANY BREAKS IN PRICING,
AND AS IBERIA HAD ALMOST ALL BOEING EQUIPMENT THEY
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WERE NOT ANXIOUS TO START UP COSTLY DUPLICATE SPARE
PARTS, MAINTENANCE AND REPAIR FACILITIES FOR A SMALL
NUMBER OF PLANES. IN ADDITION THEY WERE WORRIED THAT
IF THE AIRBUS WAS NOT A COMMERCIAL SUCCESS, THE RESALE
MARKET WOULD BE NON EXISTENT.

3. GIVEN THIS BACKGROUND THERE MAY WELL BE CONSIDERABLE

DELAY AND INTERNAL DEBATE BEFORE THIS DEAL IS FINALIZED.
EMBASSY WILL FOLLOW UP AND REPORT FURTHER AS NEGOTIATIONS
PROCEED. EATON

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NNN

Message Attributes

Automatic Decaptioning: X
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Channel Indicators: n/a
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Copy: SINGLE
Draft Date: 30 jun 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
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Disposition History: n/a
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Litigation History:
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Message ID: 6f9f4685-c288-dd11-92da-001cc4696bcc
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Previous Handling Restrictions: n/a
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